

Boykin

**FEDERAL CITY PERFORMING ARTS ASSOCIATION  
BOARD OF DIRECTORS MEETING  
January 18, 1995  
Levine School of Music**

**Directors:** Present: Boykin, Cohen, de Keyser, Fiorito, Gerard, Haber,  
Madigan, Rosen, Streit, Wheeler, Weeks  
Absent: Greenwald, de Keyser (proxy assigned)  
Wells (no proxy assigned)  
Guests: Holloway, McClelland

Meeting called to order at 7:30 p.m. by Fiorito.

**REVIEW OF NOVEMBER 16, 1994 MINUTES**

Cohen asked that page 4, 2nd paragraph, 1st sentence under **GALA 2000 REPORT** be changed to read "...they all said that Washington was just too cost prohibitive to hold a big conference."

Motion to approve the minutes as amended: Wheeler. Second: Weeks. Unanimously approved.

**FINANCIAL REPORT**

McClelland reviewed last month's financial statements. He stated that we had sold 1963 tickets to the December concert. Of this total, 281 tickets were sold at Lambda Rising and 535 were sold by Ticketmaster. These numbers compared with 1593 total tickets sold for last year's holiday concert and 1655 tickets sold in the previous year. Although the ticket sales were improved from the previous years, the expenses for the concert also increased quite considerably.

McClelland commended Tom Epps for his expert accounting and reconciliation of tickets for the holiday concert. We are still carrying receivables of \$1500 for outstanding ticket monies owed to us by members. He does not yet have the final reconciliation and will have a final accounting at the next meeting.

Most all departments have kept under budget for the season. He especially noted the music department which has very successfully kept its expenses down. Revenue is also coming in very well. He stated that we will probably have \$12,699 in profit for the concert after all bills are paid. This of course includes the \$2000 waiver of rental that was a gift from Lincoln Theatre. McClelland recognized Wheeler as the person responsible for negotiating that gift from the Lincoln.

McClelland stated that overall the chorus is doing well financially.

Motion was made by Streit to accept the financial report. Seconded by Wheeler. Unanimously approved.

**PRESIDENT'S REPORT**

Fiorito commented that the chorus has had a very successful fall. We have taken part in more community events, including the World AIDS Day performances at George Mason University and for the Pan American Health Organization, and ended with a very profitable performance at the Lincoln.



He believes that these performances have increased the chorus' visibility in the greater Washington community.

He then recognized the Membership Committee for its hard work in retaining both new and old members. He said that this year's new chorus members seem to have bonded very well with the group and have a high sense of dedication to the chorus.

He commended Cohen and Wheeler for their outstanding work in making the Lincoln concert such a success. He said that Greenwald's contribution to the advertising committee was invaluable and that advertising sales have continued to be brisk.

Sectional tapes are currently be recorded for distribution by the first week in February. Production meetings will also begin next month to include all parties who have input in concert production. This will improve communication among all the persons having responsibilities for the March concert.

There was a lack of communication about PWA tickets for the last concert. There were request from certain PWA organizations for tickets which were not filled. In order to correct this situation for the rest of the season, Madigan has been appointed a liaison for PWA organizations that want tickets to our concerts.

The sound quality at our last concert was "less than perfect". Michael Rivard, Wheeler, Holloway and Fiorito will be meeting to correct this situation for future concerts.

Fiorito stated that we will still be pursuing recording of CD tracks for the next concert. Lincoln theatre is not an ideal spot for recording, therefore other venues will be explored. Fiorito will hopefully be able to report on this further at the next meeting.

The words of wisdom for this month are "Seek first to understand, rather than be understood."

## **MUSIC DIVISION**

Holloway proposed a schedule for the 1995-1996 season. He received input from the music staff, repertoire advisory committee, board members, and other interested chorus members.

There was overall consensus that designating one concert as a 15th anniversary was inappropriate. However, the committee suggested that each of the concerts for the next season include some repertoire from previous years, and that it be so designated in the concert programs.

The first concert will have a theme of "Traditional Washington". The concert will include some music written by local composers. There will probably be a commissioned Hanukkah work, and a "star" theme, utilizing music from past concerts. This concert will feature seasonal songs sung in a more traditional style.

The second concert will probably be entitled "Politically (In)correct". We hope to have two featured artists to perform with the chorus. Although many other guests are a possibility, the Capitol Steps



and Ms. Foggybottom are the most appealing and most affordable guest artists at the moment. There will be a number of songs from Broadway shows with political overtones and that have references to government.

We may be asked to sing at a pre-GALA concert with the Lesbian and Gay Chorus of Washington. The L&G Chorus is inviting a number of the smaller choruses in the area to come and sing with them before the Tampa Bay festival. The bulk of our part of the show will be done by small ensembles, with one or two numbers to be sung by the full chorus.

The third concert for the season will be our GALA set. We hope to ask Twin Cities Gay Mens Chorus to be guest artists. Holloway has spoken to their interim conductor who is very interested in bringing their chorus here before GALA. Holloway was also interested in possibly asking a third chorus to participate. He has also spoken briefly to the director of the Indianapolis Mens Chorus about the possibility of performing with us. The concert will be performed on July 4th weekend, so that we may all go to Tampa Bay the next day for the GALA Festival.

Wheeler questioned the July 4th weekend as an appropriate time for this concert. Cohen also expressed his concerns that the July 4th weekend is a big beach weekend and a lot of our audience may be away on vacation. Holloway stated that this is the only appropriate time we could get the other choruses to sing with us, since they are making their GALA travel plans now and would need to factor Washington in as a stopover. McClelland said we have done concerts on this weekend in the past, and said he saw no problems having the concert July 4th weekend.

Boykin asked if Lincoln could be used as a venue for the July concert. Holloway had no objections. Fiorito asked about how a 15th anniversary banquet would be tied into this season. Boykin acknowledged that would probably have to come at the March concert date.

Weeks was concerned about the timing of the third concert. He said that membership may be under a lot of stress with GALA being the next day, and to have to host the guest choruses would also be asking a lot of members. Holloway replied that tech rehearsal for GMCW would be earlier that week, and the guest choruses could tech in the daytime of Friday. GMCW would come to a short tech the day of the concert. Boykin acknowledged that there would be membership stress, but that it would be a short period of time, and would generate a lot of enthusiasm for GALA to host the other choruses.

Boykin asked if the Music Advisory Committee could include some of the chorus history in its second concert. This could possibly include alumni who came back for the weekend festivities. Holloway said he would speak to the committee about this.

Wheeler was curious about the late dates in December for the holiday concert. Holloway said he expected an unusually heavy performance schedule in the fall of next year, and therefore needed more time to prepare for the concert.

Cohen wondered whether all three concerts could be in the same venue. This would make it much easier from a marketing perspective. Holloway stated that Lisner would have to be the setting for the



show due to their sophisticated setup for lights, sound, etc. Wheeler also acknowledged that Lisner is very favorable to us, and would like us to perform there.

Wheeler asked if we were going to increase the number of performances of the holiday concert to three. Holloway responded that due to extra costs of instrumentalists, soloists, performance space, etc. the cost would be too prohibitive. Cohen then wanted to know if the small ensembles concert was going to be held next year. Fiorito asked Holloway to discuss this with the music staff so that final decisions could be made for next year as soon as possible.

Boykin made a motion to accept the 1995-1996 concert schedule as proposed. Gerard seconded. Approved unanimously.

Holloway asked for reimbursement for travel to Tampa on Feb. 4-6 for Music Directors Weekend, to tour the facilities where GALA V will be held. Total airfare costs are \$224. Haber moved that the chorus reimburse Holloway for his airfare to Tampa on Feb. 4-6. Wheeler seconded. Approved unanimously.

#### **GALA V REPORT**

Haber asked that an ad hoc committee be formed for GALA V. The committee would be comprised of members of each of the 5 sections. Madigan moved that an ad hoc committee be formed for GALA V. Weeks seconded. Approved unanimously.

Haber then asked the board to move to cover the performance and delegate fees for GALA V for all active, voting members. He said that would be \$85 per person. Weeks wanted to know if the chorus could also cover a portion of the hotel cost or airfare. Wheeler stated that the chorus will be paying approximately \$10,000 in delegate fees alone, and that he felt that was enough of a commitment from the board. Fiorito asked if Capital Club members would be considered voting members. Wheeler said no.

Boykin made a motion that performance and delegate fees for GALA V be covered by the chorus for active, voting members. Gerard seconded. Eight affirmative, one abstained.

Holloway asked that the board and the GALA V committee make a commitment that all chorus members who have a desire to go to GALA be allowed to go, irregardless of financial means. Streit said that there were certainly positive reasons for this, but he also saw possible difficulties fulfilling this commitment. Gerard also warned that Capital Club will probably not be assisting in sending chorus members to GALA next year. They will be putting most of their monies into a commissioned work for next year.

Haber asked for a small amount of money to be approved for costs that the committee may incur. Cohen moved that \$250 be given to the GALA V ad hoc committee to be used for expenses. Weeks seconded. Unanimously approved.



Only one credit card will be used to reserve all our rooms at GALA. Communications to members will be made mostly through written GALAgrams, although some announcements will need to be made. Our GALA Cruise Director is Steve Lorenzo at 813-237-6198.

#### **EXECUTIVE DIRECTOR REPORT**

Wheeler thanked everyone who has assisted him in this project. Wheeler stated that we need to be very explicit about the duties the new executive director is expected to perform. He also stressed that there needs to be one direct line of authority to whom this person reports.

Wheeler said that two grant proposals for start up monies for an executive director will be submitted by February 23rd, and we will get responses around June of this year. If we do get the grants, we expect to recruit for a person in the summer/early fall and have the person start as soon as possible.

Fiorito commended Wheeler and his committee for their hard work in this endeavor. They have to meet many long hours to get to this point. The next step is to finalize the job description. Boykin asked about space requirements for the Executive Director. Wheeler said that Wells is responsible for that part of the committee and that he is working with a \$10,000/year figure for rent.

#### **MEMBERSHIP REPORT**

Boykin said that auditions went very well. He said we currently have 21 new members. Running one advertisement in the Blade in December and one in January after the holidays seemed to be an effective means of getting new members.

The after concert party was very well received. Thanks go to Jack Killen, Robb Rexroth and Fiorito for their hard work on the event.

Weeks commended membership on the Buddy system. He stated that the flexibility and choice of buddies was excellent.

Boykin said that the new members party will be held at he and Jack's house on January 27th.

#### **FUNDRAISING**

Streit said that the Finance committee is proposing a change in the bylaws for membership in the chorus. A non-voting membership category is proposed so that we may do some direct mailing advertising to people on our mailing list. Holloway asked if other choruses done anything like this. Boykin stated that he has paperwork from the lawyers of the Seattle Mens Chorus which affirms that the chorus needs to create such a category. Madigan agreed, saying that adding to the definition of membership can only make us more profitable and visible. Cohen said we can always be creative in our definition of "members". Fiorito says that the bylaws already state that we can create a category of membership as needed.

Streit said thank you to Cohen who has reestablished a connection to someone at AT&T who is interested in helping us get a concert sponsorship. This may give us our last corporate sponsor.

The direct mail campaign was due to begin soon, but due to Rick Rosendall's illness, will have to be postponed. Plans are still to have this begin as soon as possible.

**OTHER BUSINESS**

Wheeler has discussed a possible performance with the Sussex County AIDS Coalition in Rehoboth Beach for Saturday, June 24th. The final request should be put in writing next week for board approval.

Cohen will look into the possibility of having a photographer at the Lincoln to take pictures of the chorus.

Boykin thanked Weeks for his work in finding a videographer for the holiday concert. Gerard also commended Tom Epps for his outstanding job on ticket sales for the concert.

Rod has a current brochure of non-profit seminars that board members may be interested in attending. Please see him for the brochure.

There being no further business, Streit moved to adjourn, Weeks seconded. Unanimously approved.

Meeting was adjourned at 9:40 pm.

**Fred Boykin**  
**Secretary**  
**FCPAA Board of Directors**